



U.S. Trade and Development Agency

**USTDA-Sponsored Events
and Conferences Report**

Fiscal Year 2017

1000 Wilson Blvd., Suite 1600
Arlington, VA 22209
Phone: (703) 875 - 4357
Fax: (703) 875 - 4009

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MESSAGE FROM THE DIRECTOR, CONGRESSIONAL AND PUBLIC AFFAIRS, USTDA

It is my pleasure to provide the U.S. Trade and Development Agency's report of the events and conferences sponsored by the Agency in Fiscal Year 2017.

A handwritten signature in blue ink that reads "The R. Hardy". The signature is stylized, with a large "H" and a prominent "R".

Director, Congressional and Public Affairs

U.S. Trade and Development Agency

U.S. Trade and Development Agency-Sponsored Events and Conferences in Fiscal Year 2017

Introduction

In response to the Office of Management and Budget's (OMB) *Memorandum on Promoting Efficient Spending to Support Agency Operations (M-12-12)*, the U.S. Trade and Development Agency (USTDA) is pleased to provide this report on USTDA-sponsored conferences and events for Fiscal Year (FY) 2017.

USTDA's mission is to help companies create U.S. jobs through the export of U.S. goods and services for priority development projects in emerging economies. USTDA uses two approaches to fulfill its mission. The first is project preparation through the funding of U.S.-led feasibility studies, pilot projects, and technical assistance to link foreign project sponsors with U.S. businesses at the critical early stage when technology options and project requirements are being defined. The second approach, and the subject of this report, is through partnership building activities that are designed to connect buyers from developing and middle-income countries with U.S. manufacturers and service providers in order to open new export markets and commercial opportunities around the world for American companies.

The partnership building activities and events include:

1. **Reverse Trade Missions (RTMs)** - RTMs bring foreign buyers to the United States, pending an upcoming procurement, in order to observe the design, manufacture, demonstration, and operation of U.S. products and services that can help them achieve their infrastructure development goals. These strategically planned visits also present excellent opportunities for U.S. businesses to establish or enhance relationships with prospective overseas customers.
2. **Conferences and Workshops** - USTDA organizes conferences and workshops to connect U.S. firms with foreign project sponsors. These sector- or region-specific events are designed to showcase U.S. goods, services, and technologies to foreign buyers. U.S. firms also have the opportunity to meet one-on-one with overseas project sponsors. These events provide U.S. companies with an understanding of U.S. government programs and the role they can play in facilitating exports, from advocacy support to export financing options.
3. **Training** - In support of U.S. businesses, USTDA provides training for foreign decision makers to facilitate the export of U.S. equipment and services. Training can take place in either the United States or a host country and it typically focuses on technology or regulatory requirements in order to provide project sponsors with a better understanding of U.S. capabilities and expertise related to a procurement opportunity.

USTDA's program creates a win-win scenario by promoting U.S. exports to advance economic growth in developing and middle-income countries. Given its unique role, USTDA is perfectly positioned to support U.S. businesses interested in entering or expanding their presence in developing and middle-income countries.

USTDA is fully committed to supporting U.S. jobs and helping U.S. businesses enter new overseas markets. The Agency looks forward to continuing its successful collaboration with its many partners spanning federal, state, and local governments, the U.S. business community, and overseas stakeholders to promote U.S. exports that meet the development needs of low and middle-income countries.

Fiscal Stewardship

All USTDA conferences and events, regardless of cost, are approved at the highest levels of senior management, including the Director of the Agency. In addition, the Agency has instituted a multi-level review of conference and event budgets to ensure that they are appropriate and that U.S. government funds are spent in an efficient and effective manner. Subsequent to development of a conference or event budget by program staff, it is reviewed by the Agency's Regional Director for the relevant region and by one of the Agency's Assistant General Counsels prior to presentation and further examination by the Agency's Executive Team.

As part of the Agency's fiscal stewardship, every aspect of the planning, logistics, and implementation of a conference or event is carefully scrutinized and monitored to ensure all monies are spent in the most cost-effective and efficient manner. Pursuant to Federal Acquisition Regulation procedures, USTDA competitively selects an outside contractor to manage conference logistics. USTDA pays for a portion of the conference costs by reimbursing the contractor for actual expenses incurred, such as lodging for the delegates, international and domestic airfare, land transportation, meals associated with the event, and interpretation services, if required. This approach allows USTDA to incur only actual conference costs rather than guaranteeing the contractor a fixed payment for the entire cost of the conference. Furthermore, if there are any gate receipts or sponsorships, these funds are used to offset USTDA's costs. These measures help to ensure that Agency funds are spent in the most cost-effective manner.

In FY 2017, USTDA supported 32 reverse trade missions, conferences, and workshops, disbursing a total of \$6,119,965 in event expenses. Detailed descriptions of these events, organized chronologically, may be found in this report.

Key Details of FY 2017 Events & Conferences

Vietnam Natural Gas Sector Reverse Trade Mission

Dates: October 16-29, 2016

Location: Washington, DC; Greenville, SC; Houston, TX; San Francisco, CA

Event expenses paid through FY 2017: \$279,085.89

Final cost of event will not exceed: \$318,010.82

No. of delegates whose event expenses were paid by USTDA: 10

No. of USTDA employees whose event expenses were paid by USTDA: 3

No. of contractor personnel (including interpreters) whose event expenses were paid by USTDA: 5

USTDA hosted a 10-day RTM focused on natural gas-fired power generation and related infrastructure development in Vietnam. This program familiarized key power sector officials from the public, parastatal, and private sectors in Vietnam with U.S. providers' ability to deliver new technologies, upgrade old equipment, and assist with the maintenance and operation of existing infrastructure in the gas industry.

Procurement Assistance Program for Colombia: Phase I Workshop

Dates: October 19-21, 2016

Location: Bogotá, Colombia

Event expenses paid through FY 2017: \$174,968.20

Final cost of event will not exceed: \$204,597.88

No. of participants whose meal expenses were paid by USTDA: 79

No. of speakers whose event expenses were paid by USTDA: 3

No. of USTDA employees whose event expenses were paid by USTDA: 5

No. of contractor personnel (including interpreters) whose event expenses were paid by USTDA: 5

USTDA hosted a three-day procurement training workshop in Bogota, Colombia for over 75 Colombian government procurement officials. The training was led by world-class procurement experts from the George Washington University's Government Procurement Law Program and USTDA's Global Procurement Initiative (GPI) technical specialists.

China Healthcare Executive Leadership Training Program: Reverse Trade Mission No. 1

Dates: October 23-November 5, 2016

Locations: Chicago, IL; Pittsburgh, PA

Event expenses paid through FY 2017: \$309,370.42

Final cost of event will not exceed: \$397,785.00

No. of delegates whose event expenses were paid by USTDA: 33

No. of contractor personnel (including interpreters) whose event expenses were paid by USTDA: 5

For the first RTM in the Healthcare Executive Leadership Training Program, USTDA hosted the Healthcare Executive Leadership Training Program to introduce U.S. best practices and technologies to Chinese healthcare leaders in the areas of healthcare management and IT solutions. This training program RTM familiarized delegates with U.S. policies, technologies, standards, and industry best practices to meet China's modernization goals in the fields of healthcare and hospital administration.

Nigeria Railway Modernization Reverse Trade Mission

Dates: November 7-18, 2016

Locations: Washington, D.C.; Chicago, IL; Erie, PA; Dallas, TX

Event expenses paid through FY 2017: \$209,308.98

Final cost of event will not exceed: \$273,673.94

No. of delegates whose event expenses were paid by USTDA: 11

No. of delegates who were completely self-funded: 2

No. of USTDA employees whose event expenses were paid by USTDA: 2

No. of contractor personnel whose event expenses were paid by USTDA: 4

USTDA hosted this RTM to introduce key stakeholders from Nigeria's rail sector to U.S. technologies, equipment, and services to help them implement freight and passenger rail projects in Nigeria. The RTM covered regulations, policy structures, and financing mechanisms that promote successful rail development. The RTM also included a Business Briefing in Chicago, IL with representatives from the U.S. rail industry and site visits that showcased U.S. rail technologies and operations.

Colombia Airport Infrastructure and Operations Reverse Trade Mission

Dates: November 13-19, 2016

Locations: Washington, DC; Baltimore, MD; Dallas, TX

Event expenses paid through FY 2017: \$200,629.80

Final cost of event will not exceed: \$256,719.30

No. of delegates whose event expenses were paid by USTDA: 13

No. of non-USTDA U.S. government employees whose event expenses were paid by USTDA: 1

No. of contractor personnel (including interpreters) whose event expenses were paid by USTDA: 4

USTDA hosted the Colombia Airports Infrastructure and Operations RTM to familiarize Colombian airport operators and other key government officials with U.S. technologies and best practices relating to airport management, expansion strategies, services, and infrastructure improvements. Delegates visited U.S. facilities and met with leading U.S. companies and government officials working with aviation. Colombia's aviation sector has been growing rapidly, and this visit will support local airports and aviation officials as they expand and modernize the country's aviation infrastructure.

China Shale Gas Training Program Workshop No. 3

Date: November 15, 2016

Location: Chongqing, China

Event expenses paid through FY 2017: \$104,840.22

Final cost of event will not exceed: \$104,840.22

No. of speakers whose event expenses were fully or partially paid by USTDA: 2

No. of participants whose event expenses were self-funded: 90

No. of non-USTDA U.S. government employees whose event expenses were paid by USTDA: 1

No. of contractor personnel whose event expenses were paid by USTDA: 4

USTDA hosted a third training program on shale gas production in Chongqing, China. The workshop covered a set of topics that are of high interest to both U.S. energy businesses seeking market opportunities in China and Chinese shale gas industry stakeholders looking for advanced technical solutions, products, and services to meet their domestic shale gas production targets. This third workshop focused on shale gas supply, midstream infrastructure, value chain commercial strategy, and environmental solutions, in addition to highlighting the latest U.S. technologies and techniques in shale gas production.

Brazil Banking Operations Technologies Reverse Trade Mission

Dates: November 27-December 3, 2016

Locations: San Jose, CA; San Francisco, CA

Event expenses paid through FY 2017: \$175,575.30

Final cost of event will not exceed: \$175,622.60

No. of delegates whose event expenses were paid by USTDA: 10

No. of USTDA employees whose event expenses were paid by USTDA: 1

No. of non-USTDA U.S. government employees whose event expenses were paid by USTDA: 3

No. of contractor personnel (including interpreters) whose event expenses were paid by USTDA: 4

USTDA hosted the Brazil Banking Operations Technologies RTM to introduce representatives of the Brazilian financial sector to the latest U.S. technologies, services, and best practices in mobile and internet banking. Topics of discussion featured customer relationship management and cybersecurity for banking operations. Exponential growth in electronic banking transactions in Brazil is largely credited to increased broadband internet connectivity and the widespread use of smart phones. Approximately half of all banking transactions in the country occur through the internet and mobile devices, with a record 400% increase in mobile-based payments registered in 2015.

Global Smart Grid Regulatory Reverse Trade Mission

Dates: January 28-February 4, 2017

Locations: San Diego, CA; San Francisco, CA

Event expenses paid through FY 2017: \$224,531.08

Final cost of event will not exceed: \$247,365.97

No. of delegates whose event expenses were paid by USTDA: 18

No. of USTDA employees whose event expenses were paid by USTDA: 2

No. of contractor personnel whose event expenses were paid by USTDA: 4

USTDA hosted a delegation of international electric utility representatives and their regulatory counterparts from Brazil, China, Colombia, India, Nigeria, Panama, Philippines, South Africa, and Turkey. The RTM familiarized electric utility executives and regulators with U.S. practices, technologies, and regulations in the smart grid sector through site visits, training, and meetings with U.S. companies attending the DistribuTECH Conference in San Diego, CA. The RTM was designed to promote smart and efficient regulation to encourage innovation and growth in electricity distribution through the use of U.S. solutions.

India Smart Solutions for Smart Cities Reverse Trade Mission

Dates: January 30-February 3, 2017

Locations: Washington, D.C.; Austin, TX; Denver, CO

Event expenses paid through FY 2017: \$191,656.24

Final cost of event will not exceed: \$232,538.49

No. of delegates whose event expenses were paid by USTDA: 11

No. of USTDA employees whose event expenses were paid by USTDA: 2

No. of non-USTDA U.S. government employees whose event expenses were paid by USTDA: 2

No. of contractor personnel whose event expenses were paid by USTDA: 4

USTDA's Smart Solutions for Smart Cities RTM connected officials from the Government of India, State Government of Rajasthan, and cities of Ajmer, Jaipur, Udaipur, and Kota to U.S. pioneers in smart city technology, planning, and development. The RTM showcased U.S. best practices and technologies that can help Indian cities and other urban areas become efficient, sustainable, and smart by developing more interconnected infrastructure, communications, and data systems.

Procurement Assistance Program for Panama: Phase I Workshop

Dates: January 30-February 10, 2017

Location: Panama City, Panama

Event expenses paid through FY 2017: \$186,924.36

Final cost of event will not exceed: \$214,744.66

No. of participants whose meal expenses were paid by USTDA: 61

No. of speakers whose event expenses were fully or partially paid by USTDA: 4

No. of USTDA employees whose event expenses were paid by USTDA: 2

No. of contractor personnel (including interpreters) whose event expenses were paid by USTDA: 5

USTDA hosted a three-day procurement training workshop in Panama City, Panama for over 60 Panamanian government procurement officials. The training was led by world-class procurement experts from the George Washington University's Government Procurement Law Program and GPI technical specialists.

Indonesia Air Traffic Management, Airport Infrastructure, and Security Reverse Trade Mission

Dates: February 25-March 15, 2017

Locations: Washington, D.C.; Orlando, FL; Boston, MA; San Francisco, CA; Los Angeles, CA

Event expenses paid through FY 2017: \$258,887.65

Final cost of event will not exceed: \$321,525.98

No. of delegates whose event expenses were paid by USTDA: 11

No. of USTDA employees whose event expenses were paid by USTDA: 1

No. of non-USTDA U.S. government employees whose event expenses were paid by USTDA: 2

No. of contractor personnel whose event expenses were paid by USTDA: 3

USTDA hosted an RTM for Indonesian airport managers and aviation officials to gain exposure to advanced air traffic management, airport infrastructure, and security technology and services. The RTM was divided into two tracks: one focused on air traffic management and air traffic control, and a second focused on airport infrastructure and security. Both RTM tracks highlighted U.S. best practices to help Indonesia accommodate its growing demand for air traffic and ensure efficient, environmentally sound, and safe airspace.

Turkey Civil Aviation Reverse Trade Mission

Dates: February 26-March 4, 2017

Locations: Washington, D.C.; Atlanta, GA

Event expenses paid through FY 2017: \$230,080.78

Final cost of event will not exceed: \$274,386.25

No. of delegates whose event expenses were paid by USTDA: 15

No. of USTDA employees whose event expenses were paid by USTDA: 1

No. of non-USTDA U.S. government employees whose event expenses were paid by USTDA: 1

No. of contractor personnel (including interpreters) whose event expenses were paid by USTDA: 5

USTDA hosted a delegation from the Turkish civil aviation sector to the United States to provide exposure to advanced air traffic management, as well as U.S. aviation security technologies, services, and best practices through visits to U.S. facilities and meetings with leading U.S. companies. This RTM showcased U.S. technologies that can support the development of a new airport in Istanbul.

Procurement Assistance Program for Panama: Phase II Study Tour

Dates: March 13-22, 2017

Locations: Washington, D.C.; Boston, MA; New York City, NY; Austin, TX

Event expenses paid through FY 2017: \$244,349.54

Final cost of event will not exceed: \$280,190.09

No. of delegates whose event expenses were paid by USTDA: 15

No. of USTDA employees whose event expenses were paid by USTDA: 2

No. of non-USTDA U.S. government employees whose event expenses were paid by USTDA: 1

No. of contractor personnel (including interpreters) whose event expenses were paid by USTDA: 4

For the second phase of the GPI partnership with Panama, USTDA hosted a delegation of 15 high-level Panamanian government officials to the United States to share best practices on innovative, value-based mechanisms that can improve public procurement outcomes. The delegation received advanced training in life-cycle cost analysis, best value determinations, and risk management from experts from the George Washington University's Government Procurement Law Program as well as GPI technical experts, and delegates visited U.S. government agencies and multilateral development institutions. The delegates also traveled to Boston, MA, New York City, NY, and Austin, TX to meet with state and municipal-level procurement officials and to view case studies in value based procurement.

Procurement Assistance Program for Colombia: Phase II Study Tour

Dates: March 16-22, 2017

Locations: New York City, NY; Austin, TX

Event expenses paid through FY 2017: \$189,587.32

Final cost of event will not exceed: \$262,372.00

No. of delegates whose event expenses were paid by USTDA: 16

No. of USTDA employees whose event expenses were paid by USTDA: 1

No. of non-USTDA U.S. government employees whose event expenses were paid by USTDA: 1

No. of contractor personnel (including interpreters) whose event expenses were paid by USTDA: 4

For the second phase of the GPI partnership with Colombia, USTDA hosted a delegation of 16 high-level Colombian government officials to the United States to share best practices on innovative, value-based mechanisms that can improve public procurement outcomes. The delegation received advanced training in life-cycle cost analysis, best value determinations, and risk management from experts from the George Washington University's Government Procurement Law Program and GPI technical specialists, and visited U.S. government agencies and multilateral development institutions. The delegates also traveled to Boston, MA, New York, NY, and Austin, TX to meet with state and municipal-level procurement officials and to view case studies in value based procurement.

Nigeria Gas to Power Reverse Trade Mission

Dates: March 27-31, 2017

Location: Houston, TX

Event expenses paid through FY 2017: \$176,791.08

Final cost of event will not exceed: \$217,673.01

No. of delegates whose event expenses were paid by USTDA: 12

No. of delegates who were completely self-funded: 1

No. of USTDA employees whose event expenses were paid by USTDA: 2

No. of non-USTDA U.S. government employees whose event expenses were paid by USTDA: 1

No. of contractor personnel whose event expenses were paid by USTDA: 5

USTDA hosted a delegation of high-level representatives from Nigeria's natural gas sector and introduced them to leading U.S. technologies, equipment, and services that can increase access to gas for power generation projects in Nigeria. USTDA hosted a Business Briefing for U.S. companies at the Offshore Technology Conference (OTC) and featured meetings with public and private sector representatives from the U.S. natural gas industry and site visits that demonstrated U.S. gas technologies and infrastructure. In addition, the RTM exposed the delegates to U.S. policies, regulations, and financing mechanisms that can support the implementation of gas projects in Nigeria.

China Shale Gas Training Program Workshop No. 4

Dates: April 1, 2017

Location: Beijing, China

Event expenses paid through FY 2017: \$104,263.75

Final cost of event will not exceed: \$104,263.75

No. of speakers whose event expenses were fully or partially paid by USTDA: 2

No. of participants whose event expenses were self-funded: 91

No. of non-USTDA U.S. government employees whose event expenses were paid by USTDA: 2

No. of contractor personnel whose event expenses were paid by USTDA: 3

USTDA hosted a fourth training program on shale gas production in Beijing, China. The training program covered a set of topics that are of high interest to both U.S. energy businesses seeking market opportunities in China and Chinese shale gas industry stakeholders looking for advanced technical solutions, products, and services to meet their domestic shale gas production targets. This workshop focused on shale gas exploration and production, mid-stream utilization, utilization and market development, in addition to highlighting the latest U.S. technologies and techniques in shale gas production.

India Construction Safety Equipment Reverse Trade Mission

Dates: April 2-8, 2017

Locations: Washington, D.C.; Chicago, IL; Seattle, WA

Event expenses paid through FY 2017: \$146,083.74

Final cost of event will not exceed: \$182,430.88

No. of delegates whose event expenses were paid by USTDA: 6

No. of USTDA employees whose event expenses were paid by USTDA: 2

No. of non-USTDA U.S. government employees whose event expenses were paid by USTDA: 1

No. of contractor personnel whose event expenses were paid by USTDA: 3

USTDA hosted an RTM for representatives from India's construction industry to address the country's current building boom. The RTM familiarized delegates with U.S. technologies, equipment, standards, regulations, and best practices to improve construction work environments and enhance work safety culture.

China Clean Energy Exchange Program Phase III: Green Data Centers Reverse Trade Mission

Dates: April 23-29, 2017

Location: San Francisco, CA

Event expenses paid through FY 2017: \$241,673.63

Final cost of event will not exceed: \$310,066.18

No. of delegates whose event expenses were paid by USTDA: 20

No. of USTDA employees whose event expenses were paid by USTDA: 1

No. of contractor personnel (including interpreters) whose event expenses were paid by USTDA: 5

For the first RTM in the Clean Energy Exchange Program Phase III, USTDA hosted a Green Data Centers RTM that was designed to introduce Chinese energy sector officials and projects sponsors to U.S. clean energy technologies in the green data centers, microgrid, and green buildings sectors. The RTM allowed U.S. companies to meet with the delegation and learn about upcoming project opportunities in China.

Procurement Assistance Program for India Phase I: Study Tour for the State of Maharashtra

Dates: April 24-May 3, 2017

Locations: Washington, D.C.; Boston, MA; Albany, NY; New York City, NY

Event expenses paid through FY 2017: \$177,182.33

Final cost of event will not exceed: \$222,126.60

No. of delegates whose event expenses were paid by USTDA: 11

No. of USTDA employees whose event expenses were paid by USTDA: 1

No. of non-USTDA U.S. government employees whose event expenses were paid by USTDA: 1

No. of contractor personnel (including interpreters) whose event expenses were paid by USTDA: 4

USTDA hosted a delegation of 11 Indian government officials from the State Government of Maharashtra to the United States to share best practices on innovative, value-based mechanisms that can improve public procurement outcomes and level the playing field for international competition. The delegation received advanced training in life-cycle cost analysis, best value determinations, and risk management from experts from the George Washington University's Government Procurement Law Program and GPI technical specialists, and visited U.S. government agencies and multilateral development institutions. The delegates also traveled to Boston, MA, New York, NY, and Albany, NY to meet with state and local-level procurement officials and to view case studies in value based procurement.

China Clean Energy Exchange Program Phase III: Microgrids Reverse Trade Mission

Dates: May 14-27, 2017

Locations: Chicago, IL; San Francisco, CA

Event expenses paid through FY 2017: \$318,776.94

Final cost of event will not exceed: \$338,605.49

No. of delegates whose event expenses were paid by USTDA: 20

No. of USTDA employees whose event expenses were paid by USTDA: 1

No. of non-USTDA U.S. government employees whose event expenses were paid by USTDA: 1

No. of contractor personnel (including interpreters) whose event expenses were paid by USTDA: 5

For the second RTM in the Clean Energy Exchange Program Phase III, USTDA hosted a Microgrid and Energy Storage RTM that brought public and private sector representatives of China's microgrid industry to the United States for a two-week visit to familiarize them with U.S. technologies and best practices on the commercial, technological, and regulatory aspects of clean energy development. The RTM allowed U.S. companies to meet with the delegation and learn about upcoming project opportunities in China.

China New Technologies for Cold Chain: Food Value Chain Reverse Trade Mission

Dates: June 1-14, 2017

Locations: Houston, TX; Bentonville, AR; Milwaukee, WI; Chicago, IL

Event expenses paid through FY 2017: \$212,609.78

Final cost of event will not exceed: \$335,134.87

No. of delegates whose event expenses were paid by USTDA: 15

No. of USTDA employees whose event expenses were paid by USTDA: 2

No. of contractor personnel (including interpreters) whose event expenses were paid by USTDA: 5

USTDA hosted an RTM to introduce public and private sector representatives from China's food storage and value chain sector to U.S. best practices and technologies in food safety. The RTM allowed U.S. companies to meet with the delegation and learn about upcoming business opportunities in China's food sector.

Mexico Railroad Grade Crossing Technologies Reverse Trade Mission

Dates: June 19-23, 2017

Locations: Washington, D.C.; Chicago, IL

Event expenses paid through FY 2017: \$130,760.96

Final cost of event will not exceed: \$154,870.64

No. of delegates whose event expenses were paid by USTDA: 10

No. of delegates who were completely self-funded: 1

No. of USTDA employees whose event expenses were paid by USTDA: 1

No. of contractor personnel (including interpreters) whose event expenses were paid by USTDA: 6

USTDA hosted public and private sector representatives from Mexico's railroad industry for a one-week visit to familiarize them with U.S. technologies, equipment, and standards. The visit introduced the delegates to U.S. companies that develop and manufacture leading equipment and technological solutions that can help Mexico meet its ambitious rail objectives. The RTM and accompanying Business Roundtable presented a forum for representatives from Mexico's railroad industry to share information with U.S. companies on their needs, upcoming procurements, and plans for construction projects.

U.S.-Vietnam Smart Cities Workshop

Dates: June 21-22, 2017

Location: Hanoi, Vietnam

Event expenses paid through FY 2017: \$231,339.88

Final cost of event will not exceed: \$299,547.42

No. of participants whose event expenses were paid by USTDA: 13

No. of participants whose meal expenses were paid by USTDA: 200

No. of speakers whose event expenses were paid by USTDA: 1

No. of participants who were completely self-funded: 166

No. of USTDA employees whose event expenses were paid by USTDA: 4

No. of non-USTDA U.S. government employees whose event expenses were paid by USTDA: 2

No. of contractor personnel (including interpreters) whose event expenses were paid by USTDA: 7

USTDA hosted a 1.5-day Smart Cities Workshop in Hanoi, Vietnam to provide a platform to discuss Vietnam's ambitious smart city agenda and leading project opportunities, while allowing U.S. companies to showcase their expertise, products, and services that can support smart cities development throughout Vietnam. Participants included officials from the Vietnamese public and private sectors, including government officials from Hanoi, Ho Chi Minh City, and Da Nang seeking to develop smart and efficient urban infrastructure.

China CFDA Executive Leadership Training Program: CFDA Medical Devices Regulations Reverse Trade Mission

Dates: July 16-29, 2017

Locations: New Haven, CT; Washington, D.C.

Event expenses paid through FY 2017: \$348,343.59

Final cost of event will not exceed: \$434,377.36

No. of delegates whose event expenses were paid by USTDA: 21

No. of USTDA employees whose event expenses were paid by USTDA: 1

No. of non-USTDA U.S. government employees whose event expenses were paid by USTDA: 1

No. of contractor personnel (including interpreters) whose event expenses were paid by USTDA: 5

USTDA hosted a training program for senior officials from China's Food and Drug Administration (CFDA). The itinerary featured global best practices on approving imported medical devices. The delegates met with U.S. government agencies, medical device industry associations, and U.S. companies interested in accessing this market in China. As part of the program, USTDA hosted a Public-Private Workshop for U.S. companies looking for business opportunities in China's healthcare sector.

China Live Power Line Maintenance Phase II Series: Reverse Trade Mission No. 1

Dates: July 16-29, 2017

Locations: Washington, D.C.; Trenton, GA; Minneapolis, MN; Seattle, WA

Event expenses paid through FY 2017: \$246,296.98

Final cost of event will not exceed: \$321,953.77

No. of delegates whose event expenses were paid by USTDA: 15

No. of USTDA employees whose event expenses were paid by USTDA: 1

No. of non-USTDA U.S. government employees whose event expenses were paid by USTDA: 1

No. of contractor personnel (including interpreters) whose event expenses were paid by USTDA: 4

USTDA hosted the first Live Power Line Maintenance RTM that brought delegates from the State Grid Corporation of China (SGCC) to the United States to receive training on live power line maintenance equipment. Delegates received training at the Southeast Lineman Training Center in Trenton, GA and visited various other locations in the United States to meet with U.S. government regulators and businesses that supply live power line maintenance equipment.

China Healthcare Executive Leadership Training Program: Reverse Trade Mission No. 2

Dates: July 16-29, 2017

Locations: Chicago, IL; New York City, NY

Event expenses paid through FY 2017: \$192,253.94

Final cost of event will not exceed: \$377,218.00

No. of delegates whose event expenses were paid by USTDA: 21

No. of non-USTDA U.S. government employees whose event expenses were paid by USTDA: 1

No. of contractor personnel (including interpreters) whose event expenses were paid by USTDA: 3

For the second RTM in the Healthcare Executive Leadership Training Program, USTDA hosted a delegation of Chinese healthcare officials to introduce them to U.S. policies, technologies, standards, and industry best practices in the fields of healthcare and hospital administration. The delegates represented national and provincial healthcare agencies and hospitals across China. The visit provided U.S. companies, universities, and hospitals the chance to learn about new business opportunities in the field.

China Clean Energy Exchange Program Phase III: Green Buildings Reverse Trade Mission

Dates: August 13-22, 2017

Locations: Boston, MA; New York City, NY; Washington, DC

Event expenses paid through FY 2017: \$215,744.33

Final cost of event will not exceed: \$307,884.70

No. of delegates whose event expenses were paid by USTDA: 17

No. of USTDA employees whose event expenses were paid by USTDA: 1

No. of contractor personnel (including interpreters) whose event expenses were paid by USTDA: 5

For the third RTM in the Clean Energy Exchange Program Phase III, USTDA hosted the Green Buildings RTM that brought public and private energy sector officials from China to the United States to familiarize them with U.S. industry, regulations, and best practices in clean energy development. The delegates met with U.S. companies and government agencies specializing in environmental technologies, green infrastructure, and smart grid operations that can help China reach its green energy goals.

China Healthcare Executive Leadership Training Program: Reverse Trade Mission No. 3

Dates: August 13-27, 2017

Locations: Philadelphia, PA; Washington, DC

Event expenses paid through FY 2017: \$62,606.30

Final cost of event will not exceed: \$379,714.00

No. of delegates whose event expenses were paid by USTDA: 22

No. of contractor personnel (including interpreters) whose event expenses were paid by USTDA: 5

USTDA hosted the third Healthcare Executive Leadership Training Program RTM for a delegation of Chinese officials, including administrators of urban and provincial health systems and hospitals. The objective of the training program was to strengthen the capacity of senior healthcare policy-makers and high-level hospital executives in China and encourage dialogue between U.S. healthcare companies and key Chinese healthcare decision-makers.

Argentina Railroad Modernization Reverse Trade Mission

Dates: August 14-18, 2017

Locations: Chicago, IL; Kansas City, MO; Dallas, TX

Event expenses paid through FY 2017: \$50,793.02

Final cost of event will not exceed: \$168,908.27

No. of delegates whose event expenses were paid by USTDA: 6

No. of USTDA employees whose event expenses were paid by USTDA: 1

No. of contractor personnel (including interpreters) whose event expenses were paid by USTDA: 5

USTDA hosted representatives from Argentina's railroad industry in the United States for a one-week visit to familiarize them with U.S. railroad operations and technologies. The RTM introduced the delegates to U.S. companies that develop and manufacture advanced equipment and technological solutions that can help Argentina as it invests in modernizing the country's railroad infrastructure.

India Aviation Safety, Security, and Airport Infrastructure Reverse Trade Mission

Dates: September 11-15, 2017

Locations: Washington, DC; Chicago, IL

Event expenses paid through FY 2017: \$125,634.65

Final cost of event will not exceed: \$173,920.60

No. of delegates whose event expenses were paid by USTDA: 8

No. of USTDA employees whose event expenses were paid by USTDA: 1

No. of non-USTDA U.S. government employees whose event expenses were paid by USTDA: 1

No. of contractor personnel whose event expenses were paid by USTDA: 4

USTDA hosted senior aviation officials from India to familiarize them with U.S. technologies and services that can support airport infrastructure, safety, and security in India. The program advanced commercial cooperation between the United States and India to support the growth of India's aviation sector, in which the Government of India plans to invest \$120 billion over the next ten years.

China Freight Rail Operations Reverse Trade Mission

Dates: September 17-21, 2017

Location: Indianapolis, IN

Event expenses paid through FY 2017: \$87,775.54

Final cost of event will not exceed: \$263,372.26

No. of delegates whose event expenses were paid by USTDA: 14

No. of USTDA employees whose event expenses were paid by USTDA: 2

No. of non-USTDA U.S. government employees whose event expenses were paid by USTDA: 2

No. of contractor personnel (including interpreters) whose event expenses were paid by USTDA: 5

USTDA hosted the China Freight Rail Operations RTM that introduced delegates from China's National Railways Administration and railway development companies to U.S. technologies and industry best practices in freight rail operations and infrastructure development. Delegates met with U.S. public and private sector experts, equipment suppliers, and companies that can provide equipment and services to support China's efforts to further develop its freight rail network.

Kenya Solar and Energy Storage Technologies Reverse Trade Mission

Dates: September 17-28, 2017

Locations: San Francisco, CA; Los Angeles, CA; and Washington, DC

Event expenses paid through FY 2017: \$209,139.17

Final cost of event will not exceed: \$292,185.80

No. of delegates whose event expenses were paid by USTDA: 13

No. of USTDA employees whose event expenses were paid by USTDA: 2

No. of non-USTDA U.S. government employees whose event expenses were paid by USTDA: 1

No. of contractor personnel whose event expenses were paid by USTDA: 4

USTDA hosted a delegation of senior public and private sector officials from Kenya for a Solar Power and Energy Storage RTM. The RTM introduced Kenyan delegates to U.S. technologies and industry best practices in the solar power and energy storage sectors. Delegates participated in site visits and met with U.S. government stakeholders and U.S. companies to discuss the development and implementation of solar and energy storage projects, as well as the technology, services, and financing mechanisms to support them.